



(ASX: VLT)

6 July 2016

## **Vault boosts team with key hire and expands into new sector**

### **Highlights**

- **Vault Intelligence hires Tim Dowling to spearhead new business development and expansion across Australia**
- **Prominent new client win opens up new industry sector through New Zealand Media and Entertainment (NZME Limited)**

Environmental health and safety (EHS) software provider Vault Intelligence Limited (ASX: VLT), (“the Company”) is pleased to announce the appointment of Tim Dowling as GM — Commercial Operations.

Mr Dowling brings a proven record of accomplishment driving growth in high-volume SaaS businesses. He will lead the Company’s sales and marketing efforts and its expansion across Australia.

Mr Dowling joins Vault from online accounting software provider Xero Limited (NZE: XRO), where he rose from Sales Manager through to General Manager of Xero’s WorkflowMax software business. He developed and implemented marketing, sales and channel strategies from the ground up to take his division from a position of negligible sales to a valuable and profitable Xero-owned resource providing SaaS to thousands of service businesses.

The Company looks forward to Mr Dowling building on his recent success growing and leading a global team to hunt recurring revenues in multiple markets across a wide range of industries.

“Tim brings an incredible knowledge and capability that we have not previously had in our business,” said Vault Intelligence Managing Director David Moylan.

“I see a huge opportunity here to drive growth of the Vault EHS platform globally,” said Mr Dowling.

“I’m looking forward to applying myself to a high-growth, purposeful business selling a product that makes a real difference to businesses and their people. I am extremely excited and privileged to join the Vault team.”

Based in Melbourne, Mr Dowling will focus his efforts on developing the branding, positioning and promotion of the Vault ecosystem both digitally and globally, as he drives the implementation of the Company’s go-to-market strategy.

### **Vault expands into new sector with prominent client**

The Company is pleased to reveal a prominent client newly won onto the Vault platform.

Vault has signed agreements recently to provide its EHS enterprise software to a string of organisations, bolstering its existing presence in certain industry sectors and bringing its end-to-end solution to others for the first time.

The Company is proud to have recently established a commercial relationship with NZME Ltd (ASX: NZM) to support NZME's health and safety compliance.

NZME is a leading integrated media and entertainment business in New Zealand which operates some of the country's most recognisable publishing, radio and digital brands.

"The Company is excited to help its new clients proactively prevent risk events and make fast, informed decisions on strategic and operational activities," said Mr Moylan.

"We are leaving no rock unturned in our approach to empowering employers and employees to cut the cost of compliance and risk management across multiple industries and in several parts of the world.

"We look forward to our new and existing clients reaping the ongoing benefits of Vault's end-to-end solution in terms of cultural development and in entrenching competitive advantage."

**For more information, please contact:**

**David Moylan**

Founder and Managing Director  
+64 508 475 2846

**Robert Kirtlan**

Director  
+61 8 6260 5952

**Tim Dohrmann**

Investors and media  
[tim@nwrcommunications.com.au](mailto:tim@nwrcommunications.com.au)  
+61 468 420 846

**About Vault Intelligence Limited**

Vault Intelligence Limited (ASX: VLT) is an online/SaaS development business specialising in creating solutions in the Environment, Health and Safety (EHS) sector. Vault operates across more than 20 industries and in several parts of the world.

Vault's leading cloud-based systems provide its clients with the benefits of cost savings and the availability of real-time information to monitor, maintain and improve their businesses. Driven by a passionate team of developers and EHS industry experts, Vault delivers its enterprise-level software to more than 2,000 business sites, encompassing 600,000+ users.

To find out more about how Vault solutions can help to minimise risk and boost effectiveness in your workplace, visit [www.vaultintel.com](http://www.vaultintel.com).